



SUCCESS STORY

PHILADELPHIA DISTRICT OFFICE

U. S. SMALL BUSINESS ADMINISTRATION

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FROM PLANT CLOSURE TO BUSINESS SUCCESS

Narashima (Nick) B. Shenoy, an electrical engineer by profession with a master's degree in electrical engineering and in business administration, started working with General Electric (GE) in 1984. GE subsequently sold its space division and closed the facility. Shenoy then joined Railway Design Systems as Chief Engineer; this company was sold in 1993. It was at this point that Shenoy realized that he needed to follow his dream to own his own business and be his own boss. In 1993, he started his own company, S & G Electric, Inc.

As a minority owned company, S & G Electric found limited opportunities even with Shenoy's 10 years of business experience. In 1995, S & G Electric, Inc. became certified as an SBA 8(a) firm. S & G received its first federal contract at Willow Grove Air Base and then started getting more federal contracts as a result of its high quality work and SBA certification as an 8(a) firm.

In 2002, S & G experienced severe cash flow constraints due to the unexpected growth of the business. SBA provided a loan guarantee for needed working capital through Wachovia Bank National Association. Today, S & G Electric, Inc. has grown in gross revenues from \$150,000 to over \$3 million in 2004 and from one employee to four employees.